



Hosted by



UNIVERSITY OF
CENTRAL FLORIDA

Florida SBDC at UCF 2024 ECONOMIC IMPACT

Our Impact

\$564.3M Sales¹
generated
by Florida SBDC at UCF

\$70.9M Taxes¹
generated
by Florida SBDC at UCF

2,855 Jobs¹
impacted
by Florida SBDC at UCF

\$161.1M Gov't Contracts
acquired
by Florida SBDC at UCF

\$57.2M Capital
accessed
by Florida SBDC at UCF

142 New Businesses
created with assistance from
Florida SBDC at UCF

1. Based on the 2023 Economic Impact analysis completed by Dr. Jerry Parrish Data recent as of April 2025

Your Small Business Resource

Florida SBDCs help you help your
small business constituents.

The Florida SBDC at UCF serves the following counties:
Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter,
and Volusia counties

Florida SBDC at UCF | (407) 420-4850 | sbdcorlando.com

Our Clients

All metrics are reported by clients through our SBDC and APEX programs unless otherwise noted.

2,277
Existing & Aspiring Business
Owners Consulted

17,811
consulting hours delivered

\$129.9M
revenue increase

13,152
employees supported

AVERAGE U.S. BUSINESS
JOB GROWTH → **3.4%**

AVERAGE SBDC CLIENT
JOB GROWTH → **14%**

Learn more about our
impact statewide, regionally
& in your district



State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]

The Florida SBDC Network is a statewide partnership program nationally accredited by the Association of America's SBDCs and funded in part by the U.S. Small Business Administration, Department of Defense, State of Florida, and other private and public partners, with the University of West Florida serving as the network's headquarters. Florida SBDC services are extended to the public on a nondiscriminatory basis. Language assistance services are available for individuals with limited English proficiency.

GenStar Generator Services - Sanford, FL

Lance Metcalfe, founder of Genstar Generator Service, has built a trusted generator installation, maintenance, and repair business in Central Florida since founding it in 2002. Wanting to scale beyond its “Mom & Pop” roots, he sought expert guidance from the Florida SBDC at UCF. With support from their Advisory Board Council program and expert guidance in accounting, finance, sales, and marketing, Genstar refined its business strategy, grew revenue from one to five million, and expanded from 5 to over 20 employees within just a few years. This remarkable growth ultimately positioned Genstar as an attractive acquisition target, allowing Metcalfe to successfully execute his exit strategy.



We came to the SBDC because we needed to grow. The SBDC helped us grow into a viable company that could serve as a platform for an equity capital company who acquired us and has used Genstar as the base from which to acquire other companies to grow into the largest generator company in Florida.” - Lance Metcalfe, Founder

For more information, and to read more stories, please visit www.FloridaSBDC.org

